

Holland Code Career Test

RESULTS FOR HANAN ALKATHAMI

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Welcome to your career report! There's a lot of information here, so take your time and read it carefully.

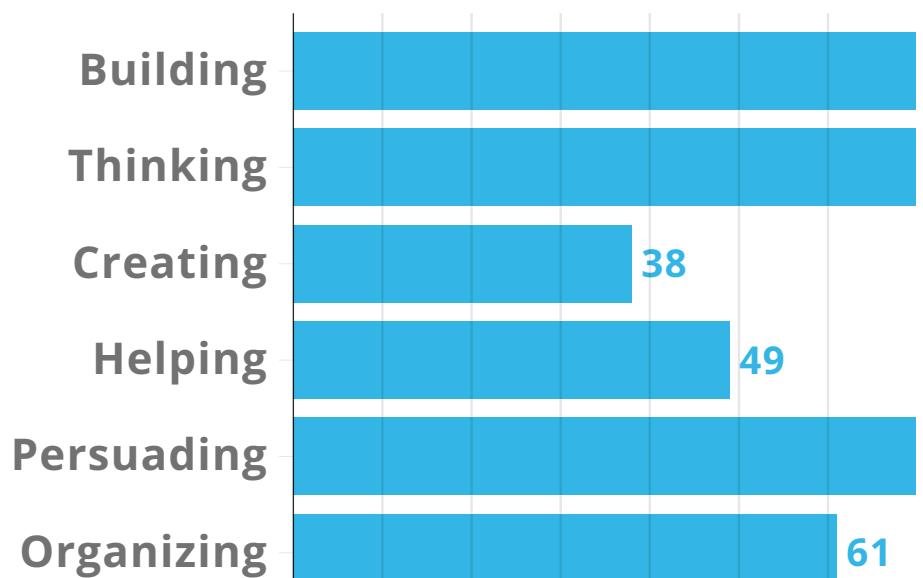
Your report is split up into different sections, each of which addresses a different factor in your personality, and the jobs and work environments that suit you best. You'll get personal recommendations and options and planning a successful job search.

You can read your report straight through, or you can skip to the sections that interest you most on your personal account. You can come back and refer to them anytime you need to.

So, let's get started!

Your Career Interest Profile

This section shows your top **career interest areas**. There are 6 total interest areas, each with a score from 0 to 100. Some of these interest areas will appeal to you, while others will be less attractive. Choosing a career that fits your profile ensures that you enjoy your daily work and get satisfaction out of your accomplishments.



The Six Interest Areas

Each of the six interest areas describes a cluster of related work tasks and activities. People to have certain characteristics, preferences, and personality traits in common.

Building	Building jobs involve the use of tools, machines, or physical skill. working with plants and animals, and working outdoors.
Thinking	Thinking jobs involve theory, research, and intellectual inquiry. Technology, science, technology, and academia.
Creating	Creating jobs involve art, design, language, and self-expression. Creating something producing something unique.
Helping	Helping jobs involve assisting, teaching, coaching, and serving others. Helping environments to improve the lives of others.
Persuading	Persuading jobs involve leading, motivating, and influencing others. Persuading make decisions and carry out projects.
Organizing	Organizing jobs involve managing data, information, and process. Organizing to complete tasks with precision and accuracy.

Your Top Interests

Your primary interest area is also called your **career type**. Your career type describes the area as what motivates and satisfies you at work. Certain personality traits and characteristics are associated with each interest area.

Your secondary interest area shows what sorts of interests you may have, beyond your primary interest area to get additional ideas and information about the career that may fit you.

Your primary interest area is Building

As a Builder, you prefer physical work that uses your hands and body and gives you a tangible concrete objects, not abstract concepts. You may be drawn to work with tools, machines, and be physically active throughout the day.

Top Job Tasks

Building
Repairing
Taking Action
Using Machines
Using Tools

Your Core Values

Practicality
Productivity
Structure
Independence
Physical Skill

Because you are a Builder, you will prefer a career that allows you to use and hone your hands to build, repair, maintain, and tinker. You like creating practical things and fixing necessary systems.

Builders tend to be pragmatic, down-to-earth people who take a “just do it” approach to their work with others, preferring instead to jump in and simply get it done.

Builders like their work best when they can see a real, physical result of their efforts. As a job where you can use your physical or mechanical skills to take useful, observable action.

Sample Jobs for Builders

Police Officer or Detective
Pilot
Electrician
Carpenter
Auto Mechanic
Building Inspector
Machinist
Civil Engineer
Athlete or Coach

Career Fields for Builders

Construction
Mechanics
Transportation & Distribution
Military
Athletics
Farming or Ranching
Manufacturing and Industry
Maintenance and Repair
Food Preparation

Your secondary interest area is Thinking

Because you have a secondary interest in Thinking, you will be interested in working with problems through rational analysis. You are interested in the sciences and in the process of learning. You may be drawn to workplaces where research is a focus. You want to explore and learn that get you closer to understanding the truth.

To satisfy your interest in Thinking, look for a career that utilizes your intellectual powers. You will research, examine, and analyze in your work. You will be interested in increasing your understanding and devise innovative solutions.

Careers to Explore

In this section, we'll show you the top careers that match your interest profile. There are a few career suggestions:

1. These career titles are just a starting point. The careers listed here are among the most common careers that many people will recognize, like lawyer or physician. However, many people have careers not listed here. You might end up with a job that combines several of these typical roles. You might work in a new industry. Or you might invent a new career altogether! In short, do not limit your imagination. This is just a sample of jobs that fit your personality, but they do not cover every possibility or opportunity.

2. Your individuality is key. The careers in this section are listed generally by how well they match your profile. Do not assume that the first career on the list is the best career for you, that the second career list is the best, or that the third is the best. Look for careers that spark your interest anywhere on this list. You may also see several careers that are not on the list. This does not mean that your results are not accurate! Everyone is unique, and even someone with a similar profile has different inclinations, passions, and preferences. So while this assessment can point you in the right direction, the ultimate choice of your best career will be up to you.

3. Ultimately, the choice is yours. Because no assessment can tell you exactly which career is the best, this list is as a starting point for your career research. You can use this list to get ideas of careers to research. For each career that interests you, do real-world research (like interviewing or shadowing) to learn more about each career that interests you, do real-world research (like interviewing or shadowing) according to your own personal criteria. We'll discuss this in more detail later in your report. See if any career ideas stand out as particularly interesting, and which seem worthy of further research.

With that in mind, let's look at some careers!

Your Top Career Matches

This list includes the careers that best match your interest profile. For more information about each career, click on the right of the career listing. This will open a new window with a full description of that career.

Petroleum Engineer

**BUILDING, THINKING,
ORGANIZING**

Average Earnings: \$137,720

Projected Growth: 3%

Petroleum engineers design and develop methods for extracting oil and gas from the earth's surface. Petroleum engineers also find new ways to increase production.

Petroleum engineers typically do the following:

- Design equipment to extract oil and gas from onshore and offshore wells.
- Develop plans to drill in oil and gas fields, and to produce oil and gas.
- Develop ways to inject water, chemicals, gases, or steam into the ground to increase production.
- Make sure that oilfield equipment is installed, operated, and maintained properly.

Evaluate the production of wells through survey

Physicist or Astronomer

BUILDING, THINKING

Average Earnings: \$122,220

Projected Growth: 9%

Physicists and astronomers study the ways in which Theoretical physicists and astronomers may study th physicists design and perform experiments with sop electron microscopes, and lasers.

Physicists and astronomers typically do the following

Develop scientific theories and models that attel as the force of gravity or the formation of sub-at Plan and conduct scientific experiments and stu and energy

Write proposals and apply for funding to conduc

Do complex mathematical calculations to analyz may indicate the existence of planets in distant :

Design new scientific equipment, such as telescc

Develop computer software to analyze and mod

Write scientific papers that may be published in

Present research findings at scientific conferenc

Airline or Commercial Pilot

**BUILDING, THINKING,
ORGANIZING**

Average Earnings: \$121,430

Projected Growth: 6%

Airline and commercial pilots fly and navigate airplan

Pilots typically do the following:

Check the overall condition of the aircraft before

Ensure that the aircraft is balanced and below it

Verify that the fuel supply is adequate and that v

Prepare and submit flight plans to air traffic con

Communicate with air traffic control over the air

Operate and control aircraft along planned routi

Monitor engines, fuel consumption, and other ai

Respond to changing conditions, such as weathe malfunction)

Navigate the aircraft by using cockpit instrumen

Computer Hardware

Computer hardware engineers research, design, dev

Engineer

**BUILDING, THINKING,
ORGANIZING**

Average Earnings: \$117,220

Projected Growth: 6%

as processors, circuit boards, memory devices, netw

Computer hardware engineers typically do the follow

Design new computer hardware, creating schem

Test the computer hardware they design

Analyze the test results and modify the design a

Update existing computer equipment so that it v

Oversee the manufacturing process for compute

Aerospace Engineer

BUILDING, THINKING

Average Earnings: \$116,500

Projected Growth: 2%

Aerospace engineers design primarily aircraft, space
and test prototypes to make sure that they function

Aerospace engineers typically do the following:

Direct and coordinate the design, manufacture, .

Assess proposals for projects to determine if the

Determine if proposed projects will result in safe

Evaluate designs to see that the products meet e

environmental regulations

Develop acceptance criteria for design methods,
completion dates

Ensure that projects meet quality standards

Inspect malfunctioning or damaged products to

Nuclear Engineer

**BUILDING, THINKING,
ORGANIZING**

Average Earnings: \$113,460

Projected Growth: -1%

Nuclear engineers research and develop the process
from nuclear energy and radiation. Many of these er
materials—for example, in equipment used in medic
the development of nuclear power sources for ships

Nuclear engineers typically do the following:

Design or develop nuclear equipment, such as re
instrumentation

Direct operating or maintenance activities of op
safety standards

Write operational instructions to be used in nucl
nuclear waste

Monitor nuclear facility operations to identify an

violate safety regulations and laws
Perform experiments to test whether methods of
disposing of nuclear waste are acceptable
Take corrective actions or order plant shutdown
Examine nuclear accidents and gather data that

Chemical Engineer

BUILDING, THINKING

Average Earnings: \$108,770

Projected Growth: 6%

Chemical engineers apply the principles of chemistry to
involve the production or use of chemicals, fuel, drugs, and
processes and equipment for large-scale manufacturing, waste
treatment, and direct facility operations.

Chemical engineers typically do the following:

Conduct research to develop new and improved products
Establish safety procedures for those working with hazardous
Develop processes for separating components of mixtures
currents, by using controlled chemical processes
Design and plan the layout of equipment
Conduct tests and monitor the performance of processes
Troubleshoot problems with manufacturing processes
Evaluate equipment and processes to ensure cost-effectiveness
Estimate production costs for management

Software Developer

**BUILDING, THINKING,
ORGANIZING**

Average Earnings: \$105,590

Projected Growth: 21%

Software developers are the creative minds behind computer programs
allow people to do specific tasks on a computer or a mobile device
that run the devices or that control networks.

Software developers typically do the following:

Analyze users' needs and then design, test, and implement solutions
Recommend software upgrades for customers' equipment
Design each piece of an application or system architecture
Create a variety of models and diagrams (such as flowcharts and
code needed for an application
Ensure that a program continues to function normally over time
Document every aspect of an application or system for future
upgrades
Collaborate with other computer specialists to create and maintain

Electrical or Electronics Engineer

BUILDING, THINKING

Average Earnings: \$101,250

Projected Growth: 2%

Electrical engineers design, develop, test, and supervise electric motors, radar and navigation systems, communications systems, and other electrical systems. Electrical engineers also design the electrical systems for buildings and manufacturing plants.

Electronics engineers design and develop electronic systems, such as portable music players and Global Positioning Systems (GPS). They also work on areas closely related to computer hardware.

Electrical engineers typically do the following:

- Design new ways to use electrical power to develop products
- Perform detailed calculations to develop manufacturing specifications
- Direct the manufacture, installation, and testing of electrical systems
- Investigate complaints from customers or the public
- Work with project managers on production efforts to meet on time, and within budget

Veterinarian

BUILDING, THINKING

Average Earnings: \$95,460

Projected Growth: 18%

Veterinarians care for the health of animals and work on research medical conditions and diseases of pets, livestock, and wildlife.

Veterinarians typically do the following:

- Examine animals to assess their health and diagnose problems
- Treat and dress wounds
- Perform surgery on animals
- Test for and vaccinate against diseases
- Operate medical equipment, such as x-ray machines
- Advise animal owners about general care, medical conditions, and medications
- Prescribe medication
- Euthanize animals

Atmospheric Scientist, Including Meteorologist

Atmospheric scientists study the weather and climate, and the activity and the earth in general. They may develop forecasts and models in the development of new data collection instruments.

BUILDING, THINKING

Average Earnings: \$95,380

Projected Growth: 8%

weather events and climate change.

Atmospheric scientists typically do the following:

- Measure temperature, atmospheric pressure, humidity, and other factors in the atmosphere
- Use computer models that analyze data about the atmosphere
- Write computer programs to support their models
- Conduct research to improve understanding of weather patterns
- Generate weather graphics for users
- Report current weather conditions
- Prepare long- and short-term weather forecasts
- Interpret radar, satellite, and local station data
- Plan, organize, and participate in outreach programs
- Issue warnings to protect life and property when severe weather, such as tornadoes, and flash floods are expected

Materials Engineer

**BUILDING, THINKING,
PERSUADING**

Average Earnings: \$93,360

Projected Growth: 0%

Materials engineers develop, process, and test materials for a wide range of products, from microchips and aircraft wings to golf clubs and biomedical devices. They work with a variety of materials, including metals, ceramics, plastics, composites, and nanomaterials. They also help select materials for specific products and processes.

Materials engineers typically do the following:

- Plan and evaluate new projects, consulting with other engineers and scientists
- Prepare proposals and budgets, analyze labor costs, and manage projects
- Supervise the work of technologists, technicians, and other staff
- Design and direct the testing of processing procedures
- Monitor how materials perform and evaluate how they can be improved
- Determine causes of product failure and develop solutions
- Evaluate technical specifications and economic feasibility of products
- Evaluate the impact of materials processing on the environment

Marine Engineer or Naval Architect

BUILDING, THINKING

Marine engineers and naval architects design, build, and maintain ships, submarines, and other large watercraft. They work on a variety of vessels, from sailboats to tankers. Marine engineers or marine mechanical engineers and are responsible for the design and construction of the ship's propulsion system, including the engine, shaft, and propeller. They also work on the ship's electrical system, heating, ventilation, and air conditioning (HVAC) system, and other mechanical systems.

BUILDING, THINKING

Average Earnings: \$92,400

Projected Growth: 9%

propulsion, electrical, refrigeration, and steering system design, including the form, structure, and stability of the vessel.

Marine engineers typically do the following:

- Prepare system layouts and detailed drawings and specifications
- Inspect marine equipment and machinery, and conduct tests
- Conduct environmental, operational, or performance testing
- Design and oversee the testing, installation, and maintenance of systems
- Investigate and test machinery and equipment to determine efficiency
- Coordinate activities with regulatory bodies to ensure compliance
- Minimize costs to ensure projects are completed at minimal cost
- Prepare technical reports for use by engineers, managers, and other stakeholders
- Prepare cost estimates, contract specifications, and schedules
- Maintain contact with contractors to make sure projects are completed within budget

Naval architects typically do the following:

- Study design proposals and specifications to estimate weight, and speed
- Develop sectional and waterline curves of the ship's hull form, and data on buoyancy and stability
- Design entire ship hulls and superstructures, for cargo and passenger vessels
- Design the complete layout of ships' interiors, including passenger compartments, cargo space, ladderways, and other areas
- Confer with marine engineers to design the layout of propulsion machinery, refrigeration equipment, electrical distribution systems, and other systems
- Lead teams from a variety of specialties to oversee the construction of ships
- Evaluate how ships perform during trials, both in the water and on land
- Make sure that national and international standards are followed

Geoscientist

BUILDING, THINKING

Average Earnings: \$92,040

Projected Growth: 6%

Geoscientists study the physical aspects of the Earth and learn about its past, present, and future.

Geoscientists typically do the following:

- Plan and carry out field studies, in which they visit various locations
- Analyze aerial photographs, well logs (detailed records of

rock samples, and other data sources to locate c
Conduct laboratory tests on samples collected in
Make geologic maps and charts
Prepare written scientific reports
Present their findings to clients, colleagues, and

Biomedical Engineer

BUILDING, THINKING

Average Earnings: \$91,410

Projected Growth: 4%

Biomedical engineers combine engineering principles to create equipment, devices, computer systems, and software.

Biomedical engineers typically do the following:

Design biomedical equipment and devices, such as prosthetic limbs, parts, and machines for diagnosing medical problems
Install, adjust, maintain, repair, or provide technical support
Evaluate the safety, efficiency, and effectiveness of equipment
Train clinicians and other personnel on the proper use of equipment
Research the engineering aspects of the biological sciences in collaboration with biologists, chemists, and medical scientists
Prepare procedures, write technical reports, publish research findings, and present research findings
Present research findings to scientists, nonscientists, engineers, other colleagues, and the public

Health and Safety Engineer

**BUILDING, THINKING,
ORGANIZING**

Average Earnings: \$91,410

Projected Growth: 5%

Health and safety engineers develop procedures and standards to prevent injury and property from damage. They combine knowledge of engineering, science, and safety to make sure that chemicals, machinery, software, furniture, and equipment are safe and do not cause damage to property.

Health and safety engineers typically do the following:

Maintain and apply knowledge of current health and safety regulations
Review plans and specifications for new machines and equipment to ensure they meet safety requirements
Identify and correct potential hazards by inspecting equipment and facilities
Evaluate the effectiveness of various industrial control systems
Ensure that buildings or products comply with health and safety regulations
Inspect equipment and facilities that require changes

Install safety devices on machinery or direct the
Review employee safety programs and recomme

Mining or Geological Engineer

**BUILDING, THINKING,
PERSUADING**

Average Earnings: \$91,160

Projected Growth: 3%

Mining and geological engineers design mines to saf
metals for use in manufacturing and utilities.

Mining and geological engineers typically do the foll

Design open-pit and underground mines
Supervise the construction of mine shafts and tu
Devise methods for transporting minerals to pro
Prepare technical reports for miners, engineers,
Monitor mine production to assess the effective
Provide solutions to problems related to land re
Ensure that mines are operated in safe and envi

Computer Systems Analyst

**BUILDING, THINKING,
ORGANIZING**

Average Earnings: \$90,920

Projected Growth: 9%

Computer systems analysts, sometimes called *system*
systems and procedures, and design solutions to hel
effectively. They bring business and information tech
limitations of both.

Computer systems analysts typically do the following

Consult with managers to determine the role of
Research emerging technologies to decide if inst
and effectiveness
Prepare an analysis of costs and benefits so that
infrastructure upgrades are financially worthwhi
Devise ways to add new functionality to existing
Design and implement new systems by choosing
Oversee the installation and configuration of nev
Conduct testing to ensure that the systems work
Train the systems' end users and write instructic

Environmental Engineer

Environmental engineers use the principles of engin
solutions to environmental problems. They work to i
water and air pollution control. They also address ot

BUILDING, THINKING, ORGANIZING

Average Earnings: \$88,860

Projected Growth: 5%

water and air pollution control. They also address global climate change, and environmental sustainability.

Environmental engineers typically do the following:

- Prepare, review, and update environmental impact statements
- Design projects that lead to environmental protection and pollution control systems
- Obtain, update, and maintain plans, permits, and licenses
- Provide technical support for environmental remediation
- Analyze scientific data and do quality-control checks
- Monitor the progress of environmental improvement projects
- Inspect industrial and municipal facilities and projects for compliance with environmental regulations
- Advise corporations and government agencies on environmental issues

Mechanical Engineer

BUILDING, THINKING, ORGANIZING

Average Earnings: \$88,430

Projected Growth: 4%

Mechanical engineers research, design, develop, build, and test mechanical devices, including tools, engines, and machines.

Mechanical engineers typically do the following:

- Analyze problems to see how mechanical and thermal systems can be improved
- Design or redesign mechanical and thermal devices and systems
- Investigate equipment failures or difficulties to correct them
- Develop and test prototypes of devices they design
- Analyze the test results and change the design or manufacturing process
- Oversee the manufacturing process for the devices

Civil Engineer

BUILDING, THINKING, ORGANIZING

Average Earnings: \$87,060

Projected Growth: 6%

Civil engineers conceive, design, build, supervise, operate, and maintain infrastructure and systems in the public and private sector, including roads, bridges, and systems for water supply and sewage treatment.

Civil engineers typically do the following:

- Analyze long range plans, survey reports, maps, and data
- Consider construction costs, government regulations, and environmental factors during the planning and risk-analysis stages

Compile and submit permit applications to local, comply with various regulations

Oversee and analyze the results of soil testing to

Analyze the results of tests on building materials particular projects

Prepare cost estimates for materials, equipment

Use design software to plan and design transportation line with industry and government standards

Perform or oversee surveying operations to establish grades, and elevations to guide construction

Manage the repair, maintenance, and replacement

Elevator Installer or Repairer

BUILDING, THINKING, ORGANIZING

Average Earnings: \$84,990

Projected Growth: 10%

Elevator installers and repairers install, fix, and maintain lifts.

Elevator installers and repairers typically do the following:

Read and interpret blueprints to determine the layout of equipment needed for installation or repair

Assemble elevator cars, installing each car's platform

Connect electrical wiring to control panels and electrical systems

Test newly installed equipment to ensure that it operates properly

Troubleshoot malfunctions in brakes, motors, switches, and doors

Dismantle elevator or escalator units in order to move them using hoists, ladders, and hand/power tools

Repair and/or replace faulty components in order to restore operation

Conduct preventive maintenance and inspection to ensure compliance with safety regulations and building codes

Keep service records of all maintenance and repairs

Network or Computer Systems Administrator

BUILDING, THINKING, ORGANIZING

Average Earnings: \$83,510

Computer networks are critical parts of almost every organization. Network administrators are responsible for the day-to-day operation and support of an organization's computer systems, including local area networks (LANs), wide area networks (WANs), network segments, intranets, and other data communication systems.

Network and computer systems administrators typically perform the following tasks:

Determine an organization's system needs and install or upgrade hardware and software

Projected Growth: 5%

Make needed upgrades and repairs to networks
Maintain network and computer system security
Evaluate and optimize network or system performance
Add users to a network, and assign and update security
Train users in the proper use of hardware and software
Interpret and solve problems when a user or an application has a problem exists

Nuclear Technician

**BUILDING, THINKING,
ORGANIZING**

Average Earnings: \$82,080

Projected Growth: -4%

Nuclear technicians typically work in nuclear energy plants or as
professionals in nuclear research. They operate special facilities and
levels of radiation that are produced.

Nuclear technicians typically do the following:

Monitor the performance of equipment used in nuclear energy plants
Measure the levels and types of radiation produced by nuclear energy plants
other activities
Collect samples of air, water, and soil, and test for radioactive materials
Instruct personnel on radiation safety procedures
Operate and maintain radiation monitoring equipment

Hydrologist

BUILDING, THINKING

Average Earnings: \$81,270

Projected Growth: 7%

Hydrologists study how water moves across and through the land and how
other forms of precipitation impact river flows or groundwater levels. They
groundwater evaporate back into the atmosphere or how water influences the
surrounding environment and how much water is available. They study the
and quantity of water. They use their expertise to solve water-related problems.

Hydrologists typically do the following:

Measure the properties of bodies of water, such as rivers, lakes, and oceans
Collect water and soil samples to test for certain pollutants
Analyze data on the environmental impacts of pollution
Research ways to minimize the negative impacts of pollution on the
environment
Use computer models to forecast future water supply and demand
Evaluate the feasibility of water-related projects

evaluate the feasibility of water-related projects, and wastewater treatment facilities

Prepare written reports and presentations of the

Agricultural Engineer

**BUILDING, THINKING,
PERSUADING**

Average Earnings: \$80,720

Projected Growth: 5%

Agricultural engineers attempt to solve agricultural problems by designing and building farm machinery, the use of structures and facilities, pollution control, and the processing of agricultural products.

Agricultural engineers typically do the following:

- Use computer software to design equipment, systems, and structures
- Modify environmental factors that affect animal behavior and production patterns on a farm or field
- Test equipment to ensure its safety and reliability
- Oversee construction and production operations
- Plan and work together with clients, contractors, and other professionals to achieve desirable outcomes

Chemist or Materials Scientist

**BUILDING, THINKING,
ORGANIZING**

Average Earnings: \$78,790

Projected Growth: 4%

Chemists and materials scientists study substances and the conditions in which the substances interact with one another. They develop new products and to test the quality of manufactured goods.

Chemists and materials scientists typically do the following:

- Plan and carry out complex research projects, such as developing new materials or methods
- Instruct scientists and technicians on proper chemical procedures, such as ingredients, mixing times, and operating temperatures
- Prepare solutions, compounds, and reagents used in experiments
- Analyze substances to determine their composition and properties
- Conduct tests on materials and other substances
- Write technical reports that detail methods and results
- Present research findings to scientists, engineers, and other professionals

Microbiologist

BUILDING, THINKING

Microbiologists study microorganisms such as bacteria, viruses, and fungi. They try to understand how these organisms live, grow, and interact with their environment.

Microbiologists typically do the following:

Average Earnings: \$75,650

Projected Growth: 5%

Microbiologists typically do the following:

- Plan and conduct complex research projects, such as developing new drugs to combat infectious diseases
- Perform laboratory experiments that are used in research
- Supervise the work of biological technicians and laboratory assistants
- Isolate and maintain cultures of bacteria or other microorganisms
- Identify and classify microorganisms found in samples from the natural environment
- Monitor the effect of microorganisms on plants, animals, and humans
- Review literature and the findings of other researchers
- Prepare technical reports, publish research papers, and present research findings
- Present research findings to scientists, nonscientists, and the public

Environmental Scientist or Specialist

BUILDING, THINKING,
ORGANIZING

Average Earnings: \$71,360

Projected Growth: 8%

Environmental scientists and specialists use their knowledge to study the environment and human health. They may clean up pollution or advise industry to reduce waste.

Environmental scientists and specialists typically do the following:

- Determine data collection methods for research projects
- Collect and compile environmental data from samples and surveys
- Analyze data and perform scientific analysis
- Analyze samples, surveys, and other information to determine environmental problems
- Develop plans to prevent, control, or fix environmental problems
- Provide information and guidance to government agencies, businesses, and the public about possible environmental hazards and health risks
- Prepare technical reports and presentations that document research findings

Aerospace Engineering and Operations Technician

BUILDING, THINKING,
ORGANIZING

Aerospace engineering and operations technicians operate, test, and maintain aircraft and spacecraft. They are involved in testing, producing, and sustaining new aircraft and spacecraft. They are also required to program and run computer simulations and test equipment. Their work is critical in preparing for space exploration, automation and robotics. Their work is critical in preparing for space exploration, automation and robotics. They also help in the quality control of aerospace technology equipment used in producing aircraft and spacecraft.

ORGANIZING

Average Earnings: \$66,020

Projected Growth: 4%

Aerospace engineering and operations technicians typically

- Meet with aerospace engineers to discuss details
- Build and maintain test facilities for aircraft systems
- Make and install parts and systems to be tested
- Operate and calibrate computer systems so that they meet requirements
- Ensure that test procedures are performed smoothly
- Record data from test parts and assemblies
- Install instruments in aircraft and spacecraft
- Monitor and ensure quality in producing systems

Cartographer or Photogrammetrist

**BUILDING, THINKING,
ORGANIZING**

Average Earnings: \$65,470

Projected Growth: 15%

Cartographers and photogrammetrists collect, measure, and create and update maps and charts for regional planning

Cartographers typically do the following:

- Collect geographic data
- Create visual representations of data, such as aerial photographs
- Examine and compile data from ground surveys, maps, and other sources
- Prepare maps in digital or graphic form for environmental planning
- Update and revise existing maps and charts

Electrical or Electronic Engineering Technician

BUILDING, THINKING

Average Earnings: \$65,260

Projected Growth: 0%

Electrical and electronics engineering technicians help develop computers, communications equipment, medical equipment, and other electrical and electronic equipment. They often use measuring and diagnostic devices to adjust, test, and maintain the manufacture and deployment of equipment for automotive, aircraft, and other applications

Electrical engineering technicians typically do the following:

- Put together electrical and electronic systems and equipment
- Build, calibrate, and repair electrical instruments and equipment
- Visit construction sites to observe conditions affecting electrical systems
- Identify solutions to technical design problems and test them
- Inspect designs for quality control, report findings, and make adjustments
- Draw diagrams and write specifications to clarify designs

Agricultural or Food Scientist

**BUILDING, THINKING,
ORGANIZING**

Average Earnings: \$65,160

Projected Growth: 7%

Agricultural and food scientists research ways to improve agricultural establishments and products.

Agricultural and food scientists typically do the following:

- Conduct research and experiments to improve the health of farm animals
- Create new food products and develop new and improved food processing techniques
- Study the composition of soil as it relates to plant growth
- Communicate research findings to the scientific community
- Travel between facilities to oversee the implementation of research

Aircraft or Avionics Equipment Mechanic or Technician

**BUILDING, THINKING,
ORGANIZING**

Average Earnings: \$64,310

Projected Growth: 3%

Aircraft and avionics equipment mechanics and technicians maintain and repair aircraft.

Aircraft mechanics typically do the following:

- Diagnose mechanical or electrical problems
- Repair wings, brakes, electrical systems, and other aircraft components
- Replace defective parts, using hand tools or power tools
- Examine replacement aircraft parts for defects
- Read maintenance manuals to identify repair procedures
- Test aircraft parts with gauges and other diagnostic equipment
- Inspect completed work to ensure that it meets safety standards
- Keep records of maintenance and repair work

Avionics technicians typically do the following:

- Test electronic instruments, using circuit testers
- Interpret flight test data to diagnose malfunctions
- Assemble components, such as electrical control panels
- Install instrument panels, using hand tools, power tools, and soldering
- Repair or replace malfunctioning components
- Keep records of maintenance and repair work

Surveyor

BUILDING, THINKING,

Surveyors make precise measurements to determine the shape and contour of the Earth's surface for engineering and construction projects.

ORGANIZING

Average Earnings: \$63,420

Projected Growth: 6%

Surveyors typically do the following:

- Measure distances and angles between points on the ground
- Travel to locations and use known reference points to locate new features
- Research land records, survey records, and land use maps
- Look for evidence of previous boundaries to determine current boundaries
- Record the results of surveying and verify the accuracy of the data
- Prepare plots, maps, and reports
- Present findings to clients and government agencies
- Establish official land and water boundaries for a court of law
- Testify in court regarding survey work

Zoologist or Wildlife Biologist

BUILDING, THINKING

Average Earnings: \$63,270

Projected Growth: 5%

Zoologists and wildlife biologists study animals and their interactions with their ecosystems. They study the physical characteristics of animals and how they have on wildlife and natural habitats.

Zoologists and wildlife biologists typically do the following:

- Develop and conduct experimental studies with animals
- Collect biological data and specimens for analysis
- Study the characteristics of animals, such as the population dynamics, diseases, and movement patterns
- Analyze the influence that human activity has on wildlife
- Research, initiate, and maintain ways of improving wildlife
- Estimate, monitor, and manage wildlife populations
- Develop and implement programs to reduce risk to wildlife
- Write research papers, reports, and scholarly articles
- Give presentations on research findings to academic and public audiences
- Develop conservation plans and make recommendations to policymakers and the general public

Conservation Scientist or Forester

BUILDING, THINKING,

Conservation scientists and foresters manage the overall health of natural resources.

Conservation scientists typically do the following:

PERSUADING

Average Earnings: \$62,410

Projected Growth: 3%

conservation scientists typically do the following:

- Oversee forestry and conservation activities to ensure habitat protection
- Negotiate terms and conditions for forest harvest
- Establish plans for managing forest lands and resources
- Monitor forest-cleared lands to ensure that they are used for their intended purposes, while at the same time protecting the environment

Foresters typically do the following:

- Supervise activities of forest and conservation workers
- Choose and prepare sites for new trees, using contour lines and land
- Monitor the regeneration of forests
- Direct and participate in forest fire suppression
- Determine ways to remove timber with minimum damage to the forest

Stationary Engineer or Boiler Operator

**BUILDING, THINKING,
ORGANIZING**

Average Earnings: \$62,150

Projected Growth: 3%

Stationary engineers and boiler operators control stationary equipment to provide utilities for buildings or for industrial processes.

Stationary engineers and boiler operators typically do the following:

- Operate engines, boilers, and auxiliary equipment
- Read gauges, meters, and charts to track boiler operation
- Monitor boiler water, chemical, and fuel levels
- Activate valves to change the amount of water, air, or steam
- Fire coal furnaces or feed boilers, using gas feeders
- Inspect equipment to ensure that it is operating properly
- Check safety devices routinely
- Record data and keep logs of operation, maintenance, and repairs

Construction or Building Inspector

**BUILDING, THINKING,
ORGANIZING**

Average Earnings: \$60,710

Construction and building inspectors ensure that construction projects comply with local, state, and federal ordinances, zoning regulations, and contract specifications.

Construction and building inspectors typically do the following:

- Review plans to ensure they meet building code requirements

Projected Growth: 7%

specifications

Approve building plans that are satisfactory

Monitor construction sites periodically to ensure

Use survey instruments, metering devices, and t

Inspect plumbing, electrical, and other systems t

Verify alignment, level, and elevation of structur

Issue violation notices and stop-work orders unt

Keep daily logs, including photographs taken du

Provide written documentation of findings

Forensic Science Technician

**BUILDING, THINKING,
ORGANIZING**

Average Earnings: \$59,150

Projected Growth: 14%

Forensic science technicians aid criminal investigati
technicians specialize in either crime scene investiga

Forensic science technicians work in laboratories an
technicians typically do the following:

Analyze crime scenes to determine what evidenc

Take photographs of the crime scene and evider

Make sketches of the crime scene

Record observations and findings, such as the lo

Collect evidence, including weapons, fingerprints

Catalog and preserve evidence for transfer to cr

Reconstruct crime scenes

In laboratories, forensic science technicians typically

Perform chemical, biological, and microscopic ar

Explore possible links between suspects and crir
scientific analyses

Consult with experts in specialized fields, such a
the body) and odontology (a branch of forensic r

Electrical or Electronics Installer or Repairer

**BUILDING, THINKING,
ORGANIZING**

Electrical and electronics installers and repairers ins
telecommunications, transportation, utilities, and ot

Electrical and electronics installers and repairers typ

Discuss problems and requirements with custom

Inspect and test equipment

Average Earnings: \$59,080

Projected Growth: -1%

Reproduce, isolate, and diagnose problems

Disassemble equipment as necessary to access parts

Clean, repair, and replace components

Reassemble and test equipment after repairs

Keep records of repairs, tests, parts, and labor hours

Electro-mechanical Technician

**BUILDING, THINKING,
ORGANIZING**

Average Earnings: \$58,350

Projected Growth: 1%

Electro-mechanical technicians combine knowledge of mechanical systems and electronic circuits. They operate, test, and maintain electromechanical equipment.

Electro-mechanical technicians typically do the following:

Read blueprints, schematics, and diagrams to determine the location of a part, machine, or piece of equipment

Verify dimensions of parts, using precision measuring tools

Operate metalworking machines to make housings and components

Inspect parts for surface defects

Repair and calibrate hydraulic and pneumatic assemblies

Test the performance of electro-mechanical assemblies

Install electronic parts and hardware, using soldering and wiring techniques

Operate, test, or maintain robotic equipment

Analyze and record test results, and prepare written reports

Telecommunications Equipment Installer or Repairer

**BUILDING, THINKING,
ORGANIZING**

Average Earnings: \$57,910

Projected Growth: -6%

Telecommunications equipment installers and repairers install, maintain, and repair devices or equipment that carry communications signals, such as telephones, modems, and routers.

Telecommunications equipment installers and repairers typically do the following:

Install communications equipment in offices, private homes, and public places

Set up, rearrange, and replace routing and dialing equipment

Inspect and service equipment, wiring, and phone lines

Repair or replace faulty, damaged, and malfunctioning equipment

Test repaired, newly installed, and updated equipment

Adjust or calibrate equipment to improve its performance

Keep records of maintenance, repairs, and installations

Demonstrate and explain the use of equipment to customers

Mechanical Engineering Technician

BUILDING, THINKING

Average Earnings: \$56,980

Projected Growth: 3%

Mechanical engineering technicians help mechanical engineers design and build mechanical devices, including tools, engines, and machines. They may also record and analyze data, make calculations and estimate costs.

Mechanical engineering technicians typically do the following:

- Evaluate design drawings for new or changed to existing machinery or equipment by comparing them with the original specifications
- Prepare layouts and drawings of parts to be manufactured, often using three-dimensional design software
- Discuss changes with coworkers—for example, if a part is too expensive to make and assembled
- Review instructions and blueprints for projects to ensure that procedures are followed and objectives are met
- Plan, produce, and assemble new or changed machinery or equipment
- Set up and conduct tests of complete units and test equipment
- Compare test results with design specifications and make changes in products or in test methods
- Estimate labor costs, equipment life, and plant space requirements

Industrial Engineering Technician

**BUILDING, THINKING,
ORGANIZING**

Average Earnings: \$56,550

Projected Growth: -1%

Industrial engineering technicians assist industrial engineers in the design and development of workers, machines, materials, information, and energy systems. They may also prepare machinery and equipment layouts, plan work schedules, and analyze production costs.

Industrial engineering technicians typically do the following:

- Suggest revisions to methods of operation, materials, and equipment
- Interpret engineering drawings, schematic diagrams, and specifications
- Confer with management or engineering staff to determine work assignments
- Help plan work assignments, taking into account equipment availability and production schedules
- Prepare charts, graphs, and diagrams to illustrate work processes, materials handled, and how machines are used
- Collect data to assist in process improvement activities

Plumber, Pipefitter, or Steamfitter

**BUILDING, THINKING,
ORGANIZING**

Average Earnings: \$55,160

Projected Growth: 14%

Plumbers, pipefitters, and steamfitters install and re

Plumbers, pipefitters, and steamfitters typically do tl

Prepare cost estimates for clients

Read blueprints and follow state and local buildi

Determine the materials and equipment needed

Install pipes and fixtures

Inspect and test installed pipe systems and pipe

Troubleshoot malfunctioning systems

Maintain and repair plumbing systems

Computer Support Specialist

**BUILDING, THINKING,
ORGANIZING**

Average Earnings: \$54,760

Projected Growth: 10%

Computer support specialists provide help and advice. Computer support specialists either support computer networks or they support individual users.

Computer network support specialists typically do the following:

Test and evaluate existing network systems

Perform regular maintenance to ensure that network systems are functioning properly

Troubleshoot local area networks (LANs), wide area networks (WANs), and the Internet

Structural Iron or Steel Worker

**BUILDING, THINKING,
ORGANIZING**

Average Earnings: \$53,650

Projected Growth: 11%

Ironworkers install structural and reinforcing iron and steel in buildings and other structures.

Ironworkers typically do the following:

Read and follow blueprints, sketches, and other plans

Unload and stack prefabricated iron and steel sections

Signal crane operators who lift and position structural steel

Use shears, rod-bending machines, torches, hammers, and other tools to shape the structural and reinforcing iron and steel

Align structural and reinforcing iron and steel with the help of plumb lines, lasers, and levels

Connect iron and steel with bolts, wire, or welds

Install metal decking used in building construction

Civil Engineering Technician

**BUILDING, THINKING,
ORGANIZING**

Average Earnings: \$53,410

Projected Growth: 5%

Civil engineering technicians help civil engineers to plan, design, and construct other infrastructure projects. They also help to plan, design, and construct roads, bridges, and land development projects.

Civil engineering technicians typically do the following:

- Read and review project drawings and plans to coordinate construction activities
- Confer with engineers about preparing plans and specifications
- Use computer aided design software under the direction of engineers
- Evaluate preconstruction field conditions
- Observe project sites and evaluate contractors' work
- Test construction materials and soil samples in laboratory
- Help to ensure that project construction conforms to specifications
- Develop plans and estimate costs for construction projects
- Prepare reports and document project activities
- Set up and help maintain project files and records

Medical or Clinical Laboratory Technologist or Technician

**BUILDING, THINKING,
ORGANIZING**

Average Earnings: \$53,120

Projected Growth: 11%

Clinical laboratory technologists (commonly known as lab techs) and technicians collect samples and perform tests to analyze the health of patients.

Clinical laboratory technologists and technicians typically perform the following tasks:

- Analyze body fluids, such as blood, urine, and tissue
- Study blood samples for use in transfusions by identifying the blood group, blood type, and compatibility with other blood
- Operate sophisticated laboratory equipment, such as centrifuges
- Use automated equipment and computerized instruments to perform tests
- Log data from medical tests and enter results in computerized databases
- Discuss results and findings of laboratory tests with physicians

Industrial Machinery Mechanic or Maintenance Worker or Millwright

**BUILDING, THINKING,
ORGANIZING**

Industrial machinery mechanics and machinery maintenance workers repair and maintain industrial equipment and other industrial machinery, such as assembly lines, packaging equipment. Millwrights install, dismantle, and repair machinery at power plants, and construction sites.

Industrial machinery mechanics, machinery maintenance workers, and millwrights typically perform the following tasks:

ORGANIZING

Average Earnings: \$52,860

Projected Growth: 5%

Environmental Engineering Technician

BUILDING, THINKING, ORGANIZING

Average Earnings: \$50,620

Projected Growth: 9%

Medical Equipment Repairer

BUILDING, THINKING, ORGANIZING

Average Earnings: \$49,280

Projected Growth: 4%

REPAIRING

Read technical manuals to understand equipment
Disassemble machinery and equipment when the
Repair or replace broken or malfunctioning components
Perform tests and run initial batches to make sure
Detect minor problems by performing basic diagnosis
Test malfunctioning machinery to determine what
Adjust and calibrate equipment and machinery to
Clean and lubricate equipment or machinery
Move machinery and equipment

Environmental engineering technicians carry out the

Environmental engineering technicians typically do the

Set up, test, operate, and modify equipment used
Maintain project records and computer programs
Conduct pollution surveys, for which they collect
ground water
Perform indoor and outdoor work on environmental
Work to mitigate sources of environmental pollution
Review technical documents to ensure their compliance
Review work plans to schedule activities
Arrange for the disposal of lead, asbestos, and other

Medical equipment repairers install, maintain, and repair

Medical equipment repairers typically do the following

Install medical equipment
Test and calibrate parts and equipment
Repair and replace parts
Perform preventive maintenance and service
Keep records of maintenance and repairs
Review technical manuals and regularly attend to
Explain and demonstrate how to operate medical
Manage replacement of medical equipment

Chemical Technician

**BUILDING, THINKING,
ORGANIZING**

Average Earnings: \$49,260

Projected Growth: 2%

Chemical technicians use laboratory instruments and research, develop, produce, and test chemical products.

Chemical technicians typically do the following:

- Monitor chemical processes and test the quality of products against specifications
- Set up and maintain laboratory instruments and equipment
- Troubleshoot production problems or malfunctions
- Prepare chemical solutions
- Conduct, compile, and interpret results of chemical tests for a variety of purposes, including research and development
- Prepare technical reports, graphs, and charts, and present findings

Heating, Air Conditioning, or Refrigeration Mechanic or Installer

**BUILDING, THINKING,
ORGANIZING**

Average Earnings: \$48,730

Projected Growth: 13%

Heating, air conditioning, and refrigeration mechanics install, maintain, and repair systems on heating, ventilation, cooling, and refrigeration systems in homes and buildings.

Heating, air conditioning, and refrigeration mechanics typically do the following:

- Install, clean, and maintain HVACR systems
- Install electrical components and wiring
- Inspect and test HVACR systems and components
- Discuss system malfunctions with customers
- Repair or replace worn or defective parts
- Recommend maintenance to improve system performance
- Keep records of work performed

Carpenter

**BUILDING, THINKING,
ORGANIZING**

Average Earnings: \$48,330

Projected Growth: 8%

Carpenters construct, repair, and install building frameworks and materials.

Carpenters typically do the following:

- Follow blueprints and building plans to meet the requirements of a project
- Install structures and fixtures, such as windows, doors, and trim
- Measure, cut, and shape wood, plastic, and other materials
- Construct building frameworks, including walls, floors, and roofs

Erect, level, and install building framework with
Inspect and replace damaged framework or other
Instruct and direct laborers and other constructi

Construction Equipment Operator

**BUILDING, THINKING,
ORGANIZING**

Average Earnings: \$48,160

Projected Growth: 10%

Construction equipment operators drive, maneuver, roads, bridges, buildings, and other structures.

Construction equipment operators typically do the f

Clean and maintain equipment, making basic rep
Report malfunctioning equipment to supervisors
Move levers, push pedals, or turn valves to contr
Drive and maneuver equipment
Coordinate machine actions with crew members
Follow safety standards

Environmental Science and Protection Technician

**BUILDING, THINKING,
ORGANIZING**

Average Earnings: \$46,540

Projected Growth: 9%

Environmental science and protection technicians m
pollution and contamination, including those affectir

Environmental science and protection technicians ty

Inspect establishments, including public places a
environmental, health, or safety hazards
Set up and maintain equipment used to monitor
emissions from smokestacks
Collect samples of air, soil, water, and other mat
Clearly label, track, and ensure the integrity of s
Use equipment, such as microscopes, to evaluat
other contaminants
Prepare charts and reports that summarize test
Discuss test results and analyses with clients
Verify compliance with regulations that help pre

Forest or Conservation Technician

BUILDING THINKING

Forest and conservation technicians measure and im
natural areas.

Forest and conservation technicians typically do the

**BUILDING, THINKING,
PERSUADING**

Average Earnings: \$45,860

Projected Growth: 2%

Gather data on water and soil quality, disease, insects, and other factors that may pose a fire hazard

Locate property lines and evaluate forested areas for standing timber

Select and mark trees to be cut

Track where wildlife goes, help build roads, and construct other facilities

Train and lead seasonal workers who plant seedlings

Monitor the activities of loggers and others who work in the forest

Patrol forest areas and enforce environmental protection laws

Communicate with foresters, scientists, and other professionals about conservation activities

Suppress forest fires with fire control activities

Train other forestry workers and coordinate detection efforts

Biological Technician

**BUILDING, THINKING,
ORGANIZING**

Average Earnings: \$45,860

Projected Growth: 7%

Biological technicians help biological and medical scientists conduct research

Biological technicians typically do the following:

Set up, maintain, and clean laboratory instruments and test tubes

Gather and prepare biological samples, such as cells, for analysis

Conduct biological tests and experiments

Document their work, including procedures, observations, and results

Analyze experimental data and interpret results

Write reports that summarize their findings

Machinist or Tool and Die Maker

**BUILDING, THINKING,
ORGANIZING**

Average Earnings: \$45,750

Projected Growth: 1%

Machinists and tool and die makers set up and operate controlled machine tools to produce precision metal parts

Machinists typically do the following:

Read blueprints, sketches, or computer-aided design files

Set up, operate, and disassemble manual, automatic, and computerized machine tools

Broadcast or Sound Engineering Technician

**BUILDING, THINKING,
ORGANIZING**

Average Earnings: \$45,510

Projected Growth: 8%

machine tools

Align, secure, and adjust cutting tools and workpieces

Monitor the feed and speed of machines

Turn, mill, drill, shape, and grind machine parts

Measure, examine, and test completed products

Smooth the surfaces of parts or products

Present finished workpieces to customers and managers

Broadcast and sound engineering technicians set up radio programs, television broadcasts, concerts, sound recordings, and other audio and video programs.

Broadcast and sound engineering technicians typically perform the following tasks:

Operate, monitor, and adjust audio, video, lighting, and other equipment to ensure quality

Set up and take down equipment for events and recordings

Record speech, music, and other sounds on recorders, tape, and digital media using complex software

Synchronize sounds and dialogue with action taking place on video

Convert video and audio records to digital format

Install audio, video, and lighting equipment in homes, businesses, and other locations

Report any problems that arise with complex equipment

Keep records of recordings and equipment used

Automotive Service Technician or Mechanic

BUILDING, THINKING

Average Earnings: \$42,090

Projected Growth: -1%

Automotive service technicians and mechanics, often called mechanics, maintain, and repair cars and light trucks.

Automotive service technicians and mechanics typically perform the following tasks:

Identify problems, often by using computerized diagnostic tools

Plan work procedures, using charts, technical manuals, and other resources

Test parts and systems to ensure that they work properly

Follow checklists to ensure that all critical parts are replaced

Perform basic care and maintenance, including oil changes, tire rotations, and brake checks

Repair or replace worn parts, such as brake pads, rotors, and suspension components

Perform repairs to manufacturer and customer specifications

Explain automotive problems and repairs to clients

Logging Worker

**BUILDING, THINKING,
ORGANIZING**

Average Earnings: \$41,230

Projected Growth: -14%

Logging workers harvest thousands of acres of forest material for countless consumer and industrial products.

Logging workers typically do the following:

- Cut down trees

- Fasten cables around logs to be dragged by tractors

- Operate machinery that drag logs to the landing

- Separate logs by species and type of wood and load them

- Drive and maneuver feller-buncher tree harvesters

- Grade logs according to characteristics such as size and shape

- Inspect equipment for safety, and perform necessary repairs and maintenance on equipment

Agricultural or Food Science Technician

**BUILDING, THINKING,
ORGANIZING**

Average Earnings: \$41,230

Projected Growth: 6%

Agricultural and food science technicians assist agricultural and food scientists with tasks such as measuring and analyzing the quality of food and agricultural products. They may also assist with agricultural labor with added recordkeeping duties to their work, depending on the particular field the technician works in.

Specific duties of these technicians vary with their specialties.

Agricultural science technicians typically do the following:

- Follow protocols to collect, prepare, analyze, and store samples
- Operate farm equipment and maintain agricultural equipment
- Monitor and record agricultural parameters

- Examine animal and crop specimens to determine health and quality

- Measure ingredients used in animal feed and other products

- Prepare and operate laboratory testing equipment

- Compile and analyze test results

- Prepare charts, presentations, and reports describing results

Food science technicians typically do the following:

- Collect and prepare samples in accordance with protocols
- Test food, food additives, and food containers to determine quality and safety
- Follow standards

- Help food scientists with food research, develop new products

- Analyze chemical properties of food to determine quality and safety

Compile and analyze test results
Prepare charts, presentations, and reports describing test results
Prepare and maintain quantities of chemicals needed for testing
Maintain a safe, sterile laboratory environment

General Maintenance or Repair Worker

**BUILDING, THINKING,
ORGANIZING**

Average Earnings: \$39,080

Projected Growth: 6%

General maintenance and repair workers fix and maintain buildings and equipment. They paint, repair flooring, and work on plumbing, electrical, and mechanical systems.

General maintenance and repair workers typically do the following:

- Maintain and repair machines, mechanical equipment, and tools
- Fix or replace faulty electrical switches, outlets, and wiring
- Inspect and diagnose problems and figure out the cause of the problem
- Perform routine preventive maintenance to ensure equipment is working properly
- Assemble and set up machinery or equipment
- Plan repair work using blueprints or diagrams
- Do general cleaning and upkeep of buildings and grounds
- Order supplies from catalogs and storerooms
- Meet with clients to estimate repairs and costs
- Keep detailed records of their work

Semiconductor Processor

**BUILDING, THINKING,
ORGANIZING**

Average Earnings: \$38,060

Projected Growth: -8%

Semiconductor processors oversee the manufacturing of semiconductors, which are also known as integrated circuits or microchips. These microchips are used in a wide range of products, including cell phones, cars, and laptops—and are an important part of the technology industry.

Semiconductor processors typically do the following:

- Look over work orders, instructions, and process sheets
- Monitor machines that slice silicon crystals into wafers
- Use robots to clean and polish the silicon wafers
- Load wafers into the equipment that creates patterns on the wafers
- Set and adjust controls to regulate the manufacturing process
- Adjust the process equipment and repair as needed
- Test completed microchips to ensure they work properly
- Review the manufacturing process and suggest improvements

Metal or Plastic Machine Worker

**BUILDING, THINKING,
ORGANIZING**

Average Earnings: \$36,990

Projected Growth: -8%

Metal and plastic machine workers set up and operate machines to produce metal or plastic materials or pieces.

Metal and plastic machine workers typically do the following:

- Set up machines according to blueprints
- Monitor machines for unusual sound or vibration
- Insert material into machines, manually or with a machine
- Operate metal or plastic molding, casting, or forming machines
- Adjust machine settings for temperature, cycle time, or pressure
- Remove finished products and smooth rough edges
- Test and compare finished workpieces to specifications
- Remove and replace dull cutting tools
- Document production numbers in a computer database

Painting and Coating Worker

**BUILDING, THINKING,
ORGANIZING**

Average Earnings: \$36,810

Projected Growth: 2%

Painting and coating workers paint and coat a wide range of objects, often with the use of machines.

Painting and coating workers typically do the following:

- Set up and operate machines that paint or coat objects
- Select the paint or coating needed for the job
- Clean and prepare products to be painted or coated
- Determine the required flow of paint and the quantity of paint
- Apply paint or coating
- Clean and maintain tools, equipment, and work area

Veterinary Technologist or Technician

BUILDING, THINKING

Average Earnings: \$35,320

Projected Growth: 19%

Veterinary technologists and technicians, supervised by veterinarians, examine, diagnose, and treat animals' injuries and illnesses.

Veterinary technologists and technicians typically do the following:

- Observe the behavior and condition of animals
- Provide nursing care or emergency first aid to animals
- Bathe animals, clip nails or claws, and brush or comb animals
- Restrain animals during exams or procedures
- Administer anesthesia to animals and monitor their vital signs
- Take x rays and collect and perform laboratory tests
- Prepare animals and instruments for surgery

Administer medications, vaccines, and treatments
Collect and record animals' case histories

Forest or Conservation Worker

**BUILDING, THINKING,
ORGANIZING**

Average Earnings: \$31,770

Projected Growth: -3%

Forest and conservation workers measure and improve the health of forests and forest and conservation technicians

Forest and conservation workers typically do the following:

- Plant seedlings to reforest land
- Clear away brush and debris from trails, roadsides, and other areas
- Count and measure trees during tree-measuring operations
- Select or cut trees according to markings, sizes, and other factors
- Spray trees with insecticides and fungicides to kill insects and diseases
- Identify and remove diseased or undesirable trees
- Inject vegetation with insecticides and herbicides
- Help prevent and suppress forest fires
- Check equipment to ensure that it is operating properly

Line Installer or Repairer

BUILDING, PERSUADING

Average Earnings: \$65,700

Projected Growth: 4%

Line installers and repairers, also known as *line workers*, install and repair telecommunications cables, including fiber optics.

Electrical power-line installers and repairers typically do the following:

- Install, maintain, or repair the power lines that transmit electricity
- Identify defective devices, voltage regulators, transformers, and other equipment
- Inspect and test power lines and auxiliary equipment
- String power lines between poles, towers, and buildings
- Climb poles and transmission towers and use tools to install and repair lines
- Operate power equipment when installing and repairing lines
- Drive work vehicles to job sites
- Follow safety standards and procedures

Telecommunications line installers and repairers typically do the following:

- Install, maintain, or repair telecommunications equipment
- Inspect or test lines or cables
- Lay underground cable, including fiber optic lines

Pull cables in underground conduit
Install aerial cables, including over lakes or across
Operate power equipment when installing and r
Drive work vehicles to job sites
Set up service for customers

Athlete or Sports Competitor

BUILDING, PERSUADING

Average Earnings: \$51,370

Projected Growth: 6%

Athletes and sports competitors participate in organ

Athletes and sports competitors typically do the follo

Practice to develop and improve their skills
Maintain their sports equipment in good conditi
Train, exercise, and follow special diets to stay in
Take instructions regarding strategy and tactics
Follow the rules of the sport during competition
Assess their individual and team performance af
weaknesses

Sheet Metal Worker

BUILDING

Average Earnings: \$50,400

Projected Growth: 8%

Sheet metal workers fabricate or install products tha
in heating and air conditioning systems.

Sheet metal workers typically do the following:

Select types of sheet metal according to building
Measure and mark dimensions and reference lin
Drill holes in metal for screws, bolts, and rivets
Install metal sheets with supportive frameworks
Fabricate or alter parts at construction sites
Maneuver and anchor large sheet metal parts
Fasten seams or joints by welding, bolting, riveti

Brickmasons, Blockmasons, and Stonemasons

BUILDING

Average Earnings: \$46,500

Brickmasons, blockmasons, and stonemasons (or, sili
and man-made stones to build fences, walkways, wa

Masons typically do the following:

Read blueprints or drawings to calculate materia
Lay out patterns or foundations using a straight

Projected Growth: 11%

- Break or cut bricks, stones, or blocks to their appropriate size
- Mix mortar or grout and spread it onto a slab or wall
- Lay bricks, blocks, or stones according to plans
- Clean excess mortar with trowels and other hand tools
- Construct corners with a corner pole or by building out from a wall
- Ensure that a structure is perfectly vertical and horizontal
- Clean and polish surfaces with hand or power tools
- Fill expansion joints with the appropriate caulking compound

Cement Mason or Terrazzo Worker

BUILDING

Average Earnings: \$46,500

Projected Growth: 11%

Cement masons pour, smooth, and finish concrete floors and walls. Cement masons and terrazzo workers create durable and decorative surfaces.

Cement masons typically do the following:

- Set the forms that hold concrete in place
- Install reinforcing rebar or mesh wire to strengthen concrete
- Signal truck drivers to facilitate the pouring of concrete
- Spread, level, and smooth concrete, using a trowel
- Mold expansion joints and edges
- Monitor curing (hardening) to ensure a durable, long-lasting surface
- Apply sealants or waterproofing to protect concrete

Terrazzo workers typically do the following (in addition to the tasks listed above):

- Measure ingredients for terrazzo
- Blend a marble chip mixture that may have colored pigments
- Grind and polish surfaces for a smooth, lustrous finish

Insulation Worker

BUILDING

Average Earnings: \$44,180

Projected Growth: 5%

Insulation workers, also called *insulators*, install and maintain thermal and mechanical systems.

Insulators typically do the following:

- Remove and dispose of old insulation
- Review blueprints and specifications to determine the type and amount of insulation
- Measure and cut insulation to fit into walls and ceilings
- Secure insulation with staples, tape, or screws
- Use air compressors to spray foam insulation

Install plastic barriers to protect insulation from

Material Moving Machine Operator

BUILDING

Average Earnings: \$35,850

Projected Growth: 4%

Material moving machine operators use machinery to move construction materials around building sites or excavate a warehouse or onto container ships.

Material moving machine operators typically do the following:

- Set up and inspect material moving equipment
- Control equipment with levers, wheels, or foot pedals
- Move material according to a plan or schedule
- Signal and direct workers to load, unload, and position materials
- Keep a record of the material they move and where it is moved
- Make minor repairs to their equipment

Delivery Truck Driver or Driver/Sales Worker

BUILDING, PERSUADING

Average Earnings: \$32,020

Projected Growth: 2%

Delivery truck drivers and driver/sales workers pick up and deliver shipments within a local region or urban area. They also sell products for vehicle, passengers, and cargo. Delivery truck drivers deliver goods from a distribution center to businesses and households.

Delivery truck drivers and driver/sales workers typically do the following:

- Load and unload their cargo
- Communicate with customers to determine pickup and delivery times
- Report any incidents they encounter on the road
- Follow all applicable traffic laws
- Report serious mechanical problems to the appropriate authorities
- Keep their truck and associated equipment clean
- Accept payments for the shipment
- Handle paperwork, such as receipts or delivery contracts

Hand Laborer or Material Mover

BUILDING

Average Earnings: \$28,710

Projected Growth: 4%

Hand laborers and material movers manually move materials. They load, unload, feed or remove material to or from machines, and pack materials for moving.

Hand laborers and material movers typically do the following:

- Manually move material from one place to another

Projected Growth: 4%

- Pack or wrap products by hand
- Keep a record of the material they move
- Signal machine operators to help move material
- Clean cars, equipment, and workplaces

Fishers or Related Fishing Workers

BUILDING

Average Earnings: \$28,530

Projected Growth: 11%

Fishers and related fishing workers catch and trap various types of fish and shellfish for human food, animal feed, bait, and other uses.

Fishers and related fishing workers typically do the following:

- Locate fish using fish-finding equipment
- Direct fishing operations and supervise crew
- Steer vessels and operate navigational instruments
- Maintain engines, fishing gear, and other on-board equipment
- Sort, pack, and store catch in holds with salt and ice
- Measure fish to ensure they comply with legal size and weight limits
- Return undesirable or illegal catches to the water
- Guide nets, traps, and lines onto vessels by hand
- Signal other workers to move, hoist, and position gear

Taxi Driver or Chauffeur

BUILDING, PERSUADING

Average Earnings: \$25,980

Projected Growth: 20%

Taxi drivers, ride-hailing drivers, and chauffeurs drive taxicabs, limousines, and other vehicles to take passengers to their destinations.

Taxi drivers, ride-hailing drivers, and chauffeurs typically do the following:

- Drive taxicabs, limousines, company cars, or private cars
- Pick up passengers and listen to where they want to go
- Help passengers load and unload their luggage
- Obey all traffic laws
- Check the car for problems and do basic maintenance
- Keep the inside and outside of their car clean
- Operate wheelchair lifts when needed
- Keep a record of miles traveled

Physician or Surgeon

Physicians and surgeons diagnose and treat injuries and diseases.

THINKING

Average Earnings: \$208,000

Projected Growth: 7%

histories; prescribe medications; and order, perform patients on diet, hygiene, and preventive healthcare. broken bones; diseases, such as cancerous tumors; ;

There are two types of physicians, with similar degree (Osteopathic Medicine). Both use the same methods place additional emphasis on the body's musculoskeletal person) patient care. D.O.s are most likely to be primary specialties.

Physicians and surgeons typically do the following:

- Take a patient's medical history
- Update charts and patient information to show current
- Order tests for nurses or other healthcare staff to
- Review test results to identify any abnormal findings
- Recommend and design a plan of treatment
- Address concerns or answer questions that patients
- Help patients take care of their health by discussing

Natural Sciences Manager

THINKING, PERSUADING

Average Earnings: \$129,100

Projected Growth: 6%

Natural sciences managers supervise the work of scientists. They direct activities related to research and development, control, and production.

Natural sciences managers typically do the following

- Work with top executives to develop goals and strategies
- Budget resources for projects and programs by reviewing
- Hire, supervise, and evaluate scientists, technicians
- Review staff members' methodology and the accuracy of
- Monitor the progress of projects, review research results
- Ensure that laboratories are stocked with equipment
- Provide technical assistance to scientists, technicians
- Establish and follow administrative procedures, policies
- Communicate project proposals, research findings, and
- management

Historian

THINKING

Historians research, analyze, interpret, and write about historical sources.

THINKING

Average Earnings: \$63,680

Projected Growth: 6%

Historians typically do the following:

- Gather historical data from various sources, including books, documents, and artifacts
- Analyze and interpret historical information to determine its significance
- Trace historical developments in a particular field or area
- Engage with the public through educational programs and lectures
- Archive or preserve materials and artifacts in museums and libraries
- Provide advice or guidance on historical topics to organizations and individuals
- Write reports, articles, and books on findings and interpretations

Computer and IS Manager

THINKING, PERSUADING,
ORGANIZING

Average Earnings: \$146,360

Projected Growth: 11%

Computer and information systems managers, often project managers, plan, coordinate, and direct computer systems to meet those goals.

Computer and information systems managers typically

- Analyze their organization's computer needs and consider ways to meet them
- Plan and direct the installation and maintenance of computer systems
- Ensure the security of an organization's network and data
- Assess the costs and benefits of new projects and technologies
- Learn about new technology and look for ways to improve efficiency
- Determine short- and long-term personnel needs and recruit staff
- Plan and direct the work of other IT professionals, including developers, information security analysts, and customer support
- Negotiate with vendors to get the highest level of service and pricing

Architectural or Engineering Manager

BUILDING, THINKING,
PERSUADING

Average Earnings: \$144,830

Projected Growth: 3%

Architectural and engineering managers plan, direct, and coordinate the work of architectural or engineering companies.

Architectural and engineering managers typically do

- Make detailed plans for the development of new products or services
- Determine staff, training, and equipment needs
- Propose budgets for projects and programs
- Hire and supervise staff
- Lead research and development projects to produce new products or services

Lead research and development projects to product development
Check the technical accuracy of their staff's work
Ensure the soundness of methods their staff use
Coordinate work with other staff and managers

Financial Manager

PERSUADING, ORGANIZING

Average Earnings: \$129,890

Projected Growth: 16%

Financial managers are responsible for the financial management of an organization, including direct investment activities, and develop plans for the future.

Financial managers typically do the following:

- Prepare financial statements, business activity reports, and budgets
- Monitor financial details to ensure that legal requirements are met
- Supervise employees who do financial reporting
- Review financial reports and seek ways to reduce costs
- Analyze market trends to maximize profits and find new opportunities
- Help management make financial decisions

Sales Manager

PERSUADING

Average Earnings: \$126,640

Projected Growth: 5%

Sales managers direct organizations' sales teams. They develop sales strategies and programs for organizations' sales representatives.

Sales managers typically do the following:

- Resolve customer complaints regarding sales and service
- Prepare budgets and approve expenditures
- Monitor customer preferences to determine the sales strategy
- Analyze sales statistics
- Project sales and determine the profitability of products
- Determine discount rates or special pricing plans
- Develop plans to acquire new customers or client accounts
- Organize business-to-business marketing visits
- Assign sales territories and set sales quotas
- Plan and coordinate training programs for sales representatives

Air Traffic Controller

PERSUADING, ORGANIZING

Average Earnings: \$122,990

Air traffic controllers coordinate the movement of aircraft in the sky.

Air traffic controllers typically do the following:

- Monitor and direct the movement of aircraft on radar

Projected Growth: 1%

Control all ground traffic at airport runways and
Issue landing and takeoff instructions to pilots
Transfer control of departing flights to other tra
Inform pilots about weather, runway closures, a
Alert airport response staff in the event of an air

Lawyer

THINKING, PERSUADING

Average Earnings: \$122,960

Projected Growth: 6%

Lawyers advise and represent individuals, businesse
disputes.

Lawyers typically do the following:

Advise and represent clients in courts, before go
Communicate with their clients, colleagues, judg
Conduct research and analysis of legal problems
Interpret laws, rulings, and regulations for indivi
Present facts in writing and verbally to their clien
Prepare and file legal documents, such as lawsui

Industrial Production Manager

PERSUADING, ORGANIZING

Average Earnings: \$105,480

Projected Growth: 1%

Industrial production managers monitor a plant's wc

Industrial production managers oversee the daily op
coordinate, plan, and direct the activities used to cre
equipment, or paper products.

Industrial production managers typically do the follo

Decide how best to use a plant's workers and eq
Ensure that production stays on schedule and w
Hire, train, and evaluate workers
Analyze production data
Write production reports
Monitor a plant's workers and programs to ensu
Streamline the production process
Determine whether new machines are needed o
Fix any production problems

Top Executive

Top executives devise strategies and policies to ensu

PERSUADING

Average Earnings: \$104,690

Projected Growth: 6%

direct, and coordinate operational activities of comp

Top executives typically do the following:

- Establish and carry out departmental or organiz.
- Direct and oversee an organization's financial ar
- Manage general activities related to making proc
- Consult with other executives, staff, and board n
- Negotiate or approve contracts and agreements
- Appoint department heads and managers
- Analyze financial statements, sales reports, and
- Identify places to cut costs and to improve perfo

Sales Engineer

**BUILDING, THINKING,
PERSUADING**

Average Earnings: \$103,900

Projected Growth: 6%

Sales engineers sell complex scientific and technolog have extensive knowledge of the products' parts and processes that make these products work.

Sales engineers typically do the following:

- Prepare and deliver technical presentations expl customers
- Talk with customers and engineers to assess equ
- Collaborate with sales teams to understand cust
- Secure and renew orders and arrange delivery
- Plan and modify products to meet customer nee
- Help clients solve problems with installed equipm
- Recommend improved materials or machinery to increase production
- Help in researching and developing new product

Administrative Services Manager

PERSUADING, ORGANIZING

Average Earnings: \$96,940

Projected Growth: 7%

Administrative services managers plan, direct, and c efficiently. The specific responsibilities vary, but thes activities that include recordkeeping, mail distributio direct all support services and may be called the *bus* several layers of administrative managers who speci

Administrative services managers typically do the fol

- Supervise clerical and administrative staff

Set goals and deadlines for their department
Develop, manage, and monitor records
Recommend changes to policies or procedures i
supplies or recordkeeping
Monitor the facility to make sure that it remains
Oversee the maintenance and repair of machine
Make sure that facilities meet environmental, he
regulations

Construction Manager

**BUILDING, PERSUADING,
ORGANIZING**

Average Earnings: \$95,260

Projected Growth: 10%

Construction managers plan, coordinate, budget, an

Construction managers typically do the following:

Prepare cost estimates, budgets, and work timet
Interpret and explain contracts and technical inf
Report work progress and budget matters to clie
Collaborate with architects, engineers, and other
Select subcontractors and schedule and coordin
Respond to work delays, emergencies, and other
Comply with legal requirements, building and sa

Financial Examiner

PERSUADING, ORGANIZING

Average Earnings: \$81,090

Projected Growth: 7%

Financial examiners ensure compliance with laws go
review balance sheets, evaluate the risk level of loan

Financial examiners typically do the following:

Monitor the financial condition of banks and oth
Review balance sheets, operating income and ex
institution assets and liabilities
Prepare reports that detail an institution's safety
Examine the minutes of meetings of managers a
Train other examiners in the financial examinati
Review and analyze new regulations and policies
Establish guidelines for procedures and policies

Logistician

Logisticians analyze and coordinate an organization'
supplier to consumer. They manage the entire life cy

PERSUADING, ORGANIZING

Average Earnings: \$74,750

Projected Growth: 5%

supplier to consumer. They manage the entire process, from acquiring, allocating, and delivering.

Logisticians typically do the following:

- Manage a product's life cycle from design to disposal
- Direct the allocation of materials, supplies, and personnel
- Develop business relationships with suppliers and customers
- Understand clients' needs and how to meet them
- Review logistical functions and identify areas for improvement
- Propose strategies to minimize the cost or time

Farmer or Rancher or Other Agricultural Manager

BUILDING, PERSUADING, ORGANIZING

Average Earnings: \$71,160

Projected Growth: -1%

Farmers, ranchers, and other agricultural managers oversee the production of crops and dairy products.

Farmers, ranchers, and other agricultural managers typically do the following:

- Supervise all steps of the crop production and raising of livestock, including planting, harvesting, and herding
- Determine how to raise crops or livestock by evaluating soil conditions, and the availability of federal programs and subsidies
- Select and purchase supplies, such as seed, fertilizer, and equipment
- Ensure that all farming equipment is properly maintained
- Adapt their duties to the seasons, weather conditions, and market demands
- Maintain farm facilities, such as water pipes, hoses, and fences
- Serve as the sales agent for livestock, crops, and products
- Record financial, tax, production, and employee information

Purchasing Manager, Buyer, or Purchasing Agent

PERSUADING, ORGANIZING

Average Earnings: \$69,600

Projected Growth: -6%

Buyers and purchasing agents buy products and services from suppliers, negotiate contracts, and review the quality of goods and services.

Purchasing managers and buyers and purchasing agents typically do the following:

- Evaluate suppliers on the basis of the price, quality, and services
- Interview vendors and visit suppliers' plants and facilities
- Compare products, services, and prices
- Attend meetings, trade shows, and conferences

Sales Representative, Wholesale and Manufacturing

PERSUADING, ORGANIZING

Average Earnings: \$63,000

Projected Growth: 2%

with suppliers

Analyze price proposals, financial reports, and o

Negotiate contracts on behalf of their organizati

Work out agreements with suppliers, such as wh

Meet with staff and vendors to discuss defective

corrective action

Evaluate and monitor contracts to be sure that v

conditions of the contract and to determine the

Maintain and review records of items bought, co

Wholesale and manufacturing sales representatives
businesses, government agencies, and other organiz
the products they are selling, negotiate prices, and a
about the products.

Wholesale and manufacturing sales representatives

Identify prospective customers by using busines
attending trade shows and conferences

Contact new and existing customers to discuss t
services can meet these needs

Help customers select products to meet custom

Emphasize product features that will meet custo
limitations of their products

Answer customers' questions about the prices, a

Negotiate prices and terms of sales and service .

Prepare sales contracts and submit orders for pi

Collaborate with colleagues to exchange inform
marketing information

Follow up with customers to make sure that they
questions or concerns they might have

Securities, Commodities, or Financial Services Sales Agent

PERSUADING, ORGANIZING

Securities, commodities, and financial services sales

They sell securities to individuals, advise companies

Securities, commodities, and financial services sales

Contact prospective clients to present informati

Average Earnings: \$62,270

Projected Growth: 4%

Offer advice on the purchase or sale of particular securities
Buy and sell securities, such as stocks and bonds
Buy and sell commodities, such as corn, oil, and other goods
Monitor financial markets and the performance of investments
Analyze company finances to provide recommendations
Evaluate cost and revenue of agreements

Railroad Worker

**BUILDING, PERSUADING,
ORGANIZING**

Average Earnings: \$61,480

Projected Growth: -2%

Workers in railroad occupations ensure that passenger and freight trains run safely and on time.
Some workers drive trains, some coordinate the activities of the trains, and some maintain the switches in the rail yard.

Railroad workers typically do the following:

Check the mechanical condition of locomotives and rail cars
Document issues with a train that require further investigation
Operate locomotive engines within or between states

Property, Real Estate, or Community Association Manager

PERSUADING, ORGANIZING

Average Earnings: \$58,760

Projected Growth: 7%

Property, real estate, and community association managers manage the operation of commercial, or industrial properties. They make sure the property is safe, attractive, and preserves its reputation.

Property, real estate, and community association managers typically do the following:

Meet with prospective renters and show them properties
Discuss the lease and explain the terms of occupancy
Collect monthly fees from tenants or individual owners
Inspect all building facilities, including the grounds and parking areas
Arrange for new equipment or repairs as needed
Pay bills or delegate bill payment for such expenses as utilities, insurance, and maintenance
Contract for trash removal, maintenance, landscaping, and other services
Investigate and settle complaints, disturbances, and other problems
Keep records of rental activity and owner requests
Prepare budgets and financial reports
Comply with anti-discrimination laws when renting, such as the Fair Housing Act, the Americans with Disabilities Act, the Federal Fair Housing Amendments Act, and the Equal Housing Opportunity Act

Water Transportation

Water transportation workers operate and maintain boats, ships, and other watercraft.

Worker

**BUILDING, PERSUADING,
ORGANIZING**

Average Earnings: \$57,330

Projected Growth: -2%

vessels travel to and from foreign ports across the o
Great Lakes, and along the country's many inland wa

Water transportation workers typically do the follow

- Operate and maintain nonmilitary vessels
- Follow their vessel's strict chain of command
- Ensure the safety of all people and cargo on boa

Real Estate Appraiser or Assessor

**BUILDING, PERSUADING,
ORGANIZING**

Average Earnings: \$57,010

Projected Growth: 7%

Appraisers and assessors of real estate provide a val
are sold, mortgaged, taxed, insured, or developed.

Appraisers and assessors of real estate typically do t

- Verify legal descriptions of real estate properties
- Inspect new and existing properties, noting the c
- Photograph the interior and exterior of properti
- Analyze "comparables," or similar nearby proper
- Prepare written reports on the property values
- Prepare and maintain current data on each real

Food Service Manager

**BUILDING, PERSUADING,
ORGANIZING**

Average Earnings: \$55,320

Projected Growth: 11%

Food service managers are responsible for the daily
prepare and serve food and beverages. They direct s
dining experience, and they manage the business to

Food service managers typically do the following:

- Hire, train, oversee, and sometimes fire employe
- Order food and beverages, equipment, and suppl
- Oversee food preparation, portion sizes, and the
- Inspect supplies, equipment, and work areas
- Ensure that employees comply with health and f
- Address complaints regarding food quality or se
- Schedule staff hours and assign duties
- Manage budgets and payroll records
- Establish standards for personnel performance i

Real Estate Broker or

Real estate brokers and sales agents help clients buy

Real Estate Broker or Sales Agent

PERSUADING, ORGANIZING

Average Earnings: \$50,730

Projected Growth: 7%

Real estate brokers and sales agents help clients buy and sell property. Real estate agents do similar work, but brokers are licensed to manage their own business. Real estate brokers and sales agents typically do the following:

- Solicit potential clients to buy, sell, and rent property
- Advise clients on prices, mortgages, market conditions, and other factors
- Compare properties to determine a competitive price
- Generate lists of properties for sale, including descriptions and photos
- Promote properties through advertisements, open houses, and other methods
- Take prospective buyers or renters to see properties
- Present purchase offers to sellers for consideration
- Mediate negotiations between buyer and seller
- Ensure that all terms of purchase contracts are met
- Prepare documents, such as loyalty contracts, purchase agreements, and other legal documents

Private Detective or Investigator

PERSUADING, ORGANIZING

Average Earnings: \$50,510

Projected Growth: 8%

Private detectives and investigators search for information and solve problems. They offer many services, such as verifying people's identities, conducting background checks, and investigating computer crimes. Private detectives and investigators typically do the following:

- Interview people to gather information
- Search online, public, and court records to uncover information
- Conduct surveillance
- Collect evidence for clients
- Check for civil judgments and criminal history

Bookkeeping, Accounting, or Auditing Clerk

PERSUADING, ORGANIZING

Average Earnings: \$41,230

Projected Growth: -4%

Bookkeeping, accounting, and auditing clerks produce financial statements, manage financial transactions, update statements, and check for errors. Bookkeeping, accounting, and auditing clerks typically do the following:

- Use bookkeeping software, spreadsheets, and databases
- Enter (post) financial transactions into the accounting system
- Receive and record cash, checks, and vouchers
- Put costs (debits) and income (credits) into the system
- Produce reports, such as balance sheets (costs and income statements), profit and loss statements, and other financial documents

by account

Check for accuracy in figures, postings, and reports

Reconcile or note and report any differences the

Travel Agent

PERSUADING, ORGANIZING

Average Earnings: \$40,660

Projected Growth: -6%

Travel agents sell transportation, lodging, and admission groups planning trips. They offer advice on destination arrangements for clients.

Travel agents typically do the following:

Arrange travel for business and vacation customers

Determine customers' needs and preferences, such as

Plan and arrange tour packages, excursions, and

Find fare and schedule information

Calculate total travel costs

Book reservations for travel, hotels, rental cars,

Describe trips to clients and give details on requirements

Give advice about local weather conditions, customs,

Make alternative booking arrangements if changes

Dispensing Optician

**BUILDING, PERSUADING,
ORGANIZING**

Average Earnings: \$37,840

Projected Growth: 7%

Opticians help fit eyeglasses and contact lenses, follow from ophthalmologists and optometrists. They also help contact lenses to buy.

Opticians typically do the following:

Receive customers' prescriptions for eyeglasses

Measure customers' eyes and faces, such as the

Help customers choose eyeglass frames and lenses

sports, tints, or antireflective coatings, based on

Create work orders for ophthalmic laboratory technicians needed

Adjust eyewear to ensure a good fit

Repair or replace broken eyeglass frames

Educate customers about eyewear—for example

Perform business tasks, such as maintaining sales and ordering and maintaining inventory

Retail Sales Worker

PERSUADING, ORGANIZING

Average Earnings: \$25,440

Projected Growth: -2%

Retail sales workers help customers find products through a variety of methods. There are two types of retail sales workers: retail salespersons who sell a variety of goods, such as furniture, and automobiles; and parts salespersons, who sell car parts, especially car parts.

Retail sales workers typically do the following:

- Greet customers and offer them assistance
- Recommend merchandise based on customers' needs
- Explain the use and benefit of merchandise to customers
- Answer customers' questions
- Show how merchandise works, if applicable
- Add up customers' total purchases and accept payment
- Inform customers about current sales, promotions, and discounts

Food and Beverage Serving or Related Worker

BUILDING, PERSUADING, ORGANIZING

Average Earnings: \$21,750

Projected Growth: 14%

Food and beverage serving and related workers perform a variety of tasks, including cleaning and cleaning duties in restaurants, cafeterias, and other food service establishments.

Food and beverage serving and related workers typically do the following:

- Greet customers and answer their questions about menu items
- Take food or drink orders from customers
- Relay customers' orders to other kitchen staff
- Prepare food and drink orders, such as sandwiches, salads, and beverages
- Accept payments and balance receipts
- Serve food and drinks to customers at a counter or table
- Clean assigned work areas, dining tables, or service areas
- Replenish and stock service stations, cabinets, and shelves
- Set tables or prepare food trays for new customers

Choosing the Right Career

Now that you've reviewed some possible careers, you may be wondering where to go next. This section is designed to help you make a decision that is not overwhelming and confusing. Perhaps you saw some career ideas that sounded interesting, but you're not sure which is really best for you. This section is designed to give you a roadmap that you can use to explore your possibilities.

possibilities.

As you continue in your career search, it will be crucial that you have a system for evaluating your approach to looking at various careers and deciding whether they are worth further exploration of your interests, but now the task is to take that self-knowledge and translate it into a game plan.

The first step is to clearly understand your criteria for the career path you seek. You don't know what you do need to know what you are looking for. You must understand the factors which are important to you in a career. Equally, you must understand the aspects of a career that you want to avoid, so you can avoid doing things that are not a good fit.

This section will suggest some criteria that you may want to use as part of your career exploration profile, but you will probably find that some of the suggested criteria seem more relevant to you and add to what is given here. Use these suggestions as a starting point to build your own system.

What Makes Your Ideal Career?

In choosing a career, you want to be mindful of the factors that are most important to you and your personality, but some will be unique to you. This section will provide you with some guidance for your career search.

Satisfying your core needs

An ideal career should satisfy your most fundamental motivations to work. Although everyone has different needs, how we like to feel that we contribute. To understand what sort of career will be satisfying to you, you need to know your core needs.

Below, you will see a list of the factors that are most likely to be important to you in a career. As you explore different careers, you will find the day-to-day work satisfying. As you explore different careers, you will find the day-to-day work satisfying. The more closely a career seems to fit your list of core needs, the more likely you'll be satisfied with your career choice.

Your Core Needs:

Use my hands and body to do something useful

Learn how to use tools, machines, and practical objects

Get outdoors regularly and/or have a connection to nature

Have a physical, tangible product to show for my efforts

Use my intellect and intelligence to develop innovative solutions

Research and learn to expand my knowledge and understanding

Explore and discover interesting ideas

Analyze information to solve complex problems

Doing tasks and activities that suit you

One of the most important aspects of job satisfaction is the extent to which your daily work matches what you enjoy. This may seem obvious, but it can be easy to overlook the mundane day-to-day aspects of a job. When you decide a job is right for you, be sure you understand what the everyday tasks of that job are. The tasks listed below.

Your Preferred Tasks:

- Working with tools or machines
- Working with plants or animals
- Repairing or maintaining things, especially mechanical systems
- Building, constructing, or crafting things
- Being athletic or physical
- Making something tangible, practical and useful
- Researching scientific principles and theories
- Gathering and analyzing data
- Developing and testing hypotheses
- Using logic and reason to form conclusions
- Reading and learning to increase knowledge and understanding
- Applying expertise to devise innovative solutions

Avoiding what you *don't* like

Almost as important as understanding what tasks you *enjoy* is understanding which tasks in a job are very appealing to you, but other aspects are boring, irritating, or otherwise unpleasant in the long term.

For each career you're considering, take stock of the typical daily activities and make sure you don't dislike the tasks you don't enjoy. Although nobody has a job that they love all the time, it is important to avoid activities that you simply aren't suited to.

Tasks to Avoid:

- Working with forms, colors, patterns, or other visual elements
- Working with aesthetic or expressive media like dance, music, or drama
- Creating a visually appealing presentation or design
- Coming up with an original idea with few or no guidelines to follow
- Working on what inspires you at the moment, rather than a predetermined task
- Being imaginative, creative, and original
- Caring for others' personal needs

Caring for others' personal needs

Educating or training people

Counseling people on their personal issues

Looking after vulnerable people, including the sick, very young, or very old

Helping others grow and develop

Being supportive and sympathetic

Asking the important questions

As you explore careers, you will be asking many questions. You are probably already wondering what you might make, how much education or training you will need, or how easy it might be to

But it's also important that you ask questions that are personal to you and your interests. You will want to find a career that will suit your personality. Here, we suggest some questions that you may want to ask about

You might answer these questions by doing research online, in books, magazines, or trade journals. You may find that the answers to some questions are not a clear "yes" or "no," and that's fine. It's a good question, but to gain a better and more complete understanding of whether a career is a good

Your Key Questions:

Will this career allow me to be active throughout the day?

Will I learn and use practical skills in this career?

Will this career allow me to do plenty of hands-on work?

Will this career let me do my work on my own terms, without having to constantly check in with my boss or am doing?

Will this career allow me to regularly learn new things and explore new ideas?

Will this career stimulate my mind and intellect?

Will this career connect me with ideas, theories, and/or fields of thought that interest me?

Will this career let me improve my understanding of how the world works?

The Next Step

You've just made an excellent start to your career search process by exploring your interests. Now it's time to go on the back!

Although choosing a career isn't an easy process, it can be an incredibly rewarding one when you find the right fit. When you know who you are and what you are suited to, you've already gotten off to a huge head start.

You've digested a lot of information, so take a while to sit with it. When you're ready, choose the career that sounds most appealing. Click on the "Read more" link next to each of these careers to learn more and begin your own research.

You have plenty of work ahead of you to find your ideal career, but you should now feel w
luck in your search!

Add Your Review and Get \$10 to Share

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